

DIER/PC1-74



100 COMPANIES

COMPANIES RECEIVING THE LARGEST DOLLAR VOLUME
OF PRIME CONTRACT AWARDS

Fiscal Year 1974

DEPARTMENT OF DEFENSE
OASD (COMPTROLLER)
DIRECTORATE FOR INFORMATION OPERATIONS

AD-A953951

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100 LARGEST DEFENSE CONTRACTORS
AND THEIR SUBSIDIARY CORPORATIONS

FISCAL YEAR 1974

ISSUED ANNUALLY BY
DEPARTMENT OF DEFENSE
OASD (COMPTROLLER)
DIRECTORATE FOR INFORMATION OPERATIONS
9 October 1974

**100 COMPANIES AND THEIR SUBSIDIARY CORPORATIONS
LISTED ACCORDING TO NET VALUE OF MILITARY
PRIME CONTRACT AWARDS
FISCAL YEAR 1974**

Department of Defense military prime contracts for research and development, services, construction, and supplies and equipment awarded to United States Contractors totaled \$34,357 million during Fiscal Year 1974, \$2,730 million more than in Fiscal Year 1973. Increased awards for Aerospace, Ships, and Petroleum dominated by large contractors, resulted in 69.9% of the U. S. total being awarded to the 100 contractors which together with their subsidiaries received the largest dollar volume of military prime contracts of \$10,000 or more.

The top 100 companies received \$24.0 billion in defense prime contracts during Fiscal Year 1974 or 69.9% of the \$34.4 billion total awarded to all U. S. companies. In Fiscal Year 1973 the top 100 companies received \$21.7 billion or 68.6% of the volume of awards placed with all U. S. contractors. The table which follows show that the first five contractors on the top 100 list received 20.5% of all awards given to U. S. contractors in Fiscal Year 1974.

PERCENT OF U. S. TOTAL

<u>COMPANIES</u>	<u>FY 1971</u>	<u>FY 1972</u>	<u>FY 1973</u>	<u>FY 1974</u>
1st	5.1%	5.1%	5.3%	5.4%
2nd	5.0	5.1	4.5	4.3
3rd	4.0	3.9	3.9	3.8
4th	3.7	3.7	3.6	3.5
5th	3.5	3.5	2.8	3.5
1 - 5	<u>21.3%</u>	<u>21.3%</u>	<u>20.1%</u>	<u>20.5%</u>
6 - 10	13.5	13.9	11.7	12.8
11 - 25	<u>17.3</u>	<u>16.0</u>	<u>17.0</u>	<u>17.1</u>
1 - 25	<u>52.1%</u>	<u>51.2%</u>	<u>48.8%</u>	<u>50.4%</u>
26 - 50	11.0	11.5	10.4	10.7
51 - 75	5.8	6.0	5.9	5.6
76 - 100	<u>3.2</u>	<u>3.4</u>	<u>3.5</u>	<u>3.2</u>
1 - 100	<u>72.1%</u>	<u>72.1%</u>	<u>68.6%</u>	<u>69.9%</u>

Fifteen contractors not appearing on the list last year are among the top 100 companies this year. Of these, one appears in position 55, one in position 56 and the balance between positions 71 and 100.

Companies Listed in FY 1974
But Not in FY 1973

Ayers, N. W. & Son, Inc.
Bath Industries, Inc.
C C I Corp.
Caterpillar Tractor Co.
Cities Service Corp.
Charles Stark Draper Labs.
Emerson Electric Co.
General Foods Corp.
Guam Oil & Refining Co.
Gulf & Western Industries
Harsco Corp.
Hewlett Packard Co.
Hoffman Electronics Corp.
Sun Oil Co.
Xerox Corp.

Companies Listed in FY 1973
But Not in FY 1974 1/

A M F, Inc.
Blair Algernon, Inc.
Blake Const. Co. & U.S. Industries, JV
Bulova Watch Co., Inc.
Centex Corp.
Curtiss Wright Corp.
International Harvester Co.
Kaiser Industries Corp.
Kaman Corp.
Mason & Hanger Silas Mason Co.
Olin Corp.
Pacific Corp.
United States Steel Corp.
Whittaker Corp.

1/ Excludes Collins Radio Co. which is now a division of Rockwell International Corp.

Of the 85 contractors appearing on the list in both Fiscal Year 1973 and Fiscal Year 1974, 37 bettered their position, 47 were in a lower position and 1 showed no change. Companies are considered as appearing on the list in both years despite mergers, acquisitions, divestitures and name changes if a major component of a newly constituted company or the newly constituted company itself made the list as a component of a company in the top 100 in the prior year.

The dollar volume of DoD prime contracts awarded to the General Dynamics Corp. increased by \$1,146 million over Fiscal Year 1973. This was the largest dollar change occurring and moved this company up in rank from ninth position in Fiscal Year 1973 to first place in Fiscal Year 1974. Other companies with major dollar volume increases were: Litton Industries, Inc., United Aircraft Corp., Hughes Aircraft Co., Chrysler Corp., and F M C Corp. Contract awards to Litton Industries, Inc. which went from sixteenth place to seventh place increased by more than \$500 million while each of the other listed companies increased by more than \$200 million.

In addition to General Dynamics and Litton Industries, Inc., other companies with major position changes were: Gulf Oil Corp. which went from 85th place to 39th place; Amerada Hess Corp. from 89th to 43rd; Shell Oil Co. from 100th to 59th; Atlantic Richfield from 90th to 53rd; Chamberlain Mfg. Co. from 94th to 58th; Asiatic Petroleum Corp. 43rd to 85th; National Presto Industries, Inc. from 49th to 88th; and Uniroyal, Inc. from 61st to 99th.

Other changes concerning companies on the Fiscal Year 1974 list were: the acquisition by Rockwell International Corp. of Collins Radio Co.; name changes for Harris Intertype Corp. now Harris Corp.; Thiokol Chemical Corp. now Thiokol Corp.; and I C I America now I C I United States, Inc.

Although the contract work of many companies on the list include more than one procurement category, each company has been assigned in the following table to the procurement category that accounts for its largest dollar volume of defense awards. For example, International Telephone and Telegraph Corp. is a multi-industry company producing electronic and communications equipment and industrial and consumer products. For this table it is assigned to "Electronics," the procurement category accounting for its largest dollar volume of DoD contract awards. On this basis "Aircraft" companies decreased by four from Fiscal Year 1973 to Fiscal Year 1974 while companies engaged in "Tank Automotive" increased by three.

<u>Procurement Category</u>	<u>Number of Companies</u>		
	<u>FY 1974</u>	<u>FY 1973</u>	<u>Change</u>
Aircraft	17	21	-4
Missiles	13	11	+2
Ships	5	4	+1
Tank Automotive	7	4	+3
Weapons	0	0	-
Ammunition	13	17	-4
Electronics	19	19	-
Services	11	10	+1
Construction	1	4	-3
Petroleum	13	10	+3
Subsistence	1	0	+1
Construction Equipment	0	0	-

During Fiscal Year 1974, six companies received military prime contract awards of \$1 billion or more. Of the companies in this Group, General Dynamics Corp. showed the most significant change from last year moving

up from ninth to first position. The six companies and a brief description of their work being performed for the DoD are as follows:

General Dynamics Corp., in ninth place last year heads the list this year with \$1,853 million, or 5.4% of the total. This was an increase of \$1,146 million from Fiscal Year 1973. The company received awards for ships, aircraft and missiles. Major contracts were for nuclear submarines, the F-111 aircraft, the Standard Arm Missile and the Trident missile system.

Lockheed Aircraft Corp., which had led the list of top 100 contractors for the past five years dropped to second place. Awards during Fiscal Year 1974 totaled \$1,464 million or 4.3% of total compared to \$1,659 million and 5.3% during Fiscal Year 1973. Major contracts were for the S-3 Viking aircraft and the Trident and Poseidon missiles.

McDonnell Douglas Corp., in fourth place last year moved to third position this year as the volume of contracts awarded rose by \$166 million. Total awards received by this company during Fiscal Year 1974 amounted to \$1,309 million or 3.8% of total. In Fiscal Year 1973 awards totaled \$1,143 million or 3.6% of total. The major aircraft contracts for this company continue to be for the F-15 Eagle and the F-4 Phantom.

United Aircraft Corp., in eighth place last year moved to fourth place during Fiscal Year 1974, receiving \$1,212 million or 3.5% of total compared to \$741 million or 2.3% during Fiscal Year 1973. Major contract awards were for aircraft engines for the F-15 and F-111 aircraft.

General Electric Co., whose contracts totaled \$1,211 or 3.5% of total, ranks fifth. This compares with \$1,416 million or 4.5% for last year when they were in second place. Nuclear reactors and aircraft engines were the major work of this company. Other activity included research and development on the B-1 aircraft and work for the Minuteman missile.

Boeing Co., which occupied third place in Fiscal Year 1973 on a volume of \$1,229 million received awards totaling \$1,076 million in Fiscal Year 1974 and moved down into sixth place. This Company's share, which amounted to 3.9% last year dropped to 3.1% during Fiscal Year 1974. Major defense contracts continue in missiles and aircraft. Missile programs include the Short Range Attack Missile (SRAM) and the Minuteman. Aircraft work included spares production for the B-52 Stratofortress bomber aircraft.

NOTE: Included in the overall U. S. Total are DoD contracts for the Civilian Health and Medical Program of the Uniformed Services (CHAMPUS). Although the volume of dollars representing CHAMPUS contracts have been included in the total for all U. S. Companies the Contractors involved in this program, consisting of insurance companies and nonprofit organizations, have not been selected for the top 100 list although at least two (Blue Cross Association and Blue Shield of Florida) would qualify on the basis of total dollar volume.

INDEX OF 100 PARENT COMPANIES WHICH WITH THEIR SUBSIDIARIES RECEIVED THE
LARGEST DOLLAR VOLUME OF MILITARY PRIME CONTRACT AWARDS IN FISCAL YEAR 1974

RANK	PARENT COMPANY	RANK	PARENT COMPANY
64.	AEROSPACE CORP (N)	21.	HONEYWELL INC
43.	AMERADA HESS CORP	8.	HUGHES AIRCRAFT CO
33.	AMERICAN MOTORS CORP	81.	HUNT BUILDING CORP
11.	AMERICAN TELEPHONE & TELEGRAPH CO	75.	I C I UNITED STATES, INC
85.	ASIATIC PETROLEUM CORP	25.	INTERNATIONAL BUSINESS MACHINES CO
53.	ATLANTIC RICHFIELD CO	28.	INTERNATIONAL TELEPHONE & TEL CORP
70.	AUTOMATION INDUSTRIES, INC	54.	JOHNS HOPKINS UNIVERSITY (N)
37.	AVCO CORP	73.	KIDDE WALTER & CO INC
98.	AYERS, N W & SON, INC	22.	L T V CORP
55.	BATH INDUSTRIES INC	52.	LEAR SIEGLER INC
35.	BENDIX CORP	7.	LITTON INDUSTRIES, INC
6.	BOEING CO	2.	LOCKHEED AIRCRAFT CORP
97.	BURROUGHS CORP	68.	MAGNAVOX CO
77.	C C I CORP	26.	MARTIN MARIETTA CORP
92.	CATERPILLAR TRACTOR CO	63.	MASSACHUSETTS INSTITUTE TECHNOLOGY
58.	CHAMBERLAIN MFG CORP	3.	MCDONNELL DOUGLAS CORP
56.	CHARLES STARK DRAPER LABS (N)	84.	MITRE (THE) CORP (N)
16.	CHRYSLER CORP	34.	MOBIL OIL CORP
83.	CITIES SERVICE CO	67.	MOTOROLA INC
98.	CITY INVESTING CO	88.	NATIONAL PRESTO INDUSTRIES INC
87.	COMPUTER SCIENCES CORP	45.	NORRIS INDUSTRIES
66.	CONTROL DATA CORP	13.	NORTHROP CORP
91.	CUTLER-HAMMER, INC	61.	PAN AMERICAN WORLD AIRWAYS INC
68.	DAY & ZIMMERMAN INC	27.	R C A CORP
47.	DUPONT E I DE NEMOURS & CO	18.	RAYTHEON CO
89.	DYNALECTRON CORP	49.	REYNOLDS (RJ) INDUSTRIES, INC
51.	E SYSTEMS, INC	9.	ROCKWELL INTERNATIONAL CORP
74.	EASTMAN KODAK CO	69.	SANDERS ASSOCIATES INC
79.	EMERSON ELECTRIC CO	94.	SEATRAN LINES INC
19.	EXXON CORP	59.	SHELL OIL CO
18.	F M C CORP	65.	SIGNAL COMPANIES INC (THE)
46.	FAIRCHILD INDUSTRIES, INC	38.	SINGER CO
32.	FORD MOTOR CO	17.	SPERRY RAND CORP
1.	GENERAL DYNAMICS CORP	23.	STANDARD OIL CO OF CALIF
5.	GENERAL ELECTRIC CO	58.	STANDARD OIL OF INDIANA
93.	GENERAL FOODS CORP	82.	SUN OIL CO
28.	GENERAL MOTORS CORP	72.	SVERDRUP & PARCEL & ASSOCS INC
36.	GENERAL TELEPHONE & ELECTN CORP	86.	SYSTEM DEVELOPMENT CORP
48.	GENERAL TIRE & RUBBER CO	38.	T R W INC
42.	GOODYEAR TIRE & RUBBER CO	29.	TELEDYNE INC
48.	GOULD, INC	24.	TENNECO INC
12.	GRUMMAN CORP	31.	TEXACO INC
78.	GUAM OIL & REFINING CO INC	41.	TEXAS INSTRUMENTS INC
71.	GULF & WESTERN INDUSTRIES	15.	TEXTRON INC
39.	GULF OIL CORP	44.	THIokol CORP
57.	HARRIS CORP	99.	UNIROVAL INC
76.	HARSCO CORP	4.	UNITED AIRCRAFT CORP
62.	HERCULES, INC	88.	WESTERN UNION CORP
95.	HENLETT PACKARD CO	14.	WESTINGHOUSE ELECTRIC CORP
96.	HOFFMAN ELECTRONICS CORP	108.	XEROX CORP

(N) Nonprofit

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100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF MILITARY PRIME CONTRACT AWARDS

FISCAL YEAR 1974
(1 JULY 1973 - 30 JUNE 1974)

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
	U. S. TOTAL	\$34,357,048 =====	100.00	100.00
	TOTAL, 100 COMPANIES + THEIR SUBSIDIARIES	24,023,710 =====	69.92	69.92
1.	GENERAL DYNAMICS CORP STROMBERG CARLSON CORP STROMBERG DATAGRAPHIX, INC	1,846,288 2,857 4,058 -----		
	TOTAL	1,853,195	5.39	5.39
2.	LOCKHEED AIRCRAFT CORP LOCKHEED ELECTRONICS CO, INC LOCKHEED MISSILES & SPACE CO INC LOCKHEED SHIPBUILDING CONSTRUCTION	912,233 36,728 513,887 1,597 -----		
	TOTAL	1,464,445	4.26	9.65
3.	MCDONNELL DOUGLAS CORP	1,389,284	3.91	13.46
4.	UNITED AIRCRAFT CORP ESSEX INTERNATIONAL, INC TURBO POWER & MARINE SYSTEMS, INC UNITED AIRCRAFT OF W. VA, INC	1,205,289 62 27 6,730 -----		
	TOTAL	1,212,028	3.53	16.99
5.	GENERAL ELECTRIC CO GENERAL ELECTRIC ESPANOLA GENERAL ELECTRIC RECONSTRUCTION GENERAL LEARNING CORP MANAGEMENT & TECHNICAL SERVICES CO NUCLEPORE CORP	1,209,544 36 20 38 1,785 56 -----		
	TOTAL	1,211,399	3.53	20.52
6.	BOEING CO BOEING COMPUTER SERVICES INC BOEING INTL CORP BOEING VERTOL CO	992,167 844 13,729 69,643 -----		
	TOTAL	1,076,383	3.13	23.65
7.	LITTON INDUSTRIES, INC AERO SERVICE CORP DUMONT AVIATION ASSOCIATES LITTON BIONETICS, INC LITTON BUSINESS SYSTEMS, INC LITTON EDUCATIONAL PUB CO, INC LITTON MEDICAL PRODUCTS, INC LITTON PRECISION PRODS INC LITTON SYSTEMS INC	14,835 357 24 14 622 18 268 132 989,459 -----		
	TOTAL	925,762	2.69	26.34

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
8.	HUGHES AIRCRAFT CO HUGHES RESEARCH LABS. SANTA BARBARA RESEARCH CENTER	823,435 619 844		
	TOTAL	824,898	2.48	28.74
9.	ROCKWELL INTERNATIONAL CORP UNICOM SYSTEMS INC	819,238 13		
	TOTAL	819,243	2.38	31.12
10.	RAYTHEON CO JAPANESE OVERSEAS SERVICE, INC MACHLETT LABORATORIES INC RAYTHEON EDUCATIONAL SYSTEMS CO RAYTHEON EUROPE ELECTRONICS CO RAYTHEON SERVICE CO UNITED ENGINEERS & CONSTRUCTORS	714,587 388 1,459 16,736 2,778 3,548 247		
	TOTAL	739,567	2.15	33.27
11.	AMERICAN TELEPHONE & TELEGRAPH CO CHESAPEAKE & POTOMAC TELEPHONE CO ILLINOIS BELL TEL CO INDIANA BELL TEL CO, INC MICHIGAN BELL TEL CO MOUNTAIN BELL TELEPHONE CO NEW ENGLAND TEL & TEL CO NEW JERSEY BELL TELEPHONE CO NEW YORK TELEPHONE CO NORTHWESTERN BELL TELEPHONE CO OHIO BELL TELEPHONE CO PACIFIC NORTHWEST BELL TELEPHONE PACIFIC TELEPHONE & TELEGRAPH CO SOUTH CENTRAL BELL TEL CO SOUTHERN BELL TELEPHONE & TELEGRPH SOUTHWESTERN BELL TELEPHONE TELETYPE CORP TRANSOCEANIC CABLE SHIP CO., INC WESTERN ELECTRIC CO INC	232,151 26,729 255 38 75 4,344 1,486 838 329 349 884 585 2,630 973 2,844 3,465 8,292 148 484,980		
	TOTAL	691,211	2.01	35.28
12.	GRUMMAN CORP AERO DATA, INC GRUMMAN AEROSPACE CORP GRUMMAN DATA SYSTEMS CORP	24,756 188 561,462 718		
	TOTAL	687,028	2.80	37.28
13.	NORTHROP CORP ALABAMA INDUSTRIES, INC HALLICRAFTERS CO NORTHROP WORLDWIDE ACFT SVCS INC PAGE COMMUNICATIONS ENGINEERS INC WARNECKE ELECTRON TUBES, INC	444,862 433 15,713 26,288 3,338 221		
	TOTAL	490,775	1.43	38.71
14.	WESTINGHOUSE ELECTRIC CORP K-W BATTERY CO THERMO KING CORP THERMO KING SALES & SERVICE URBAN SYSTEMS DEV CORP WEDCO CORP WESTINGHOUSE ELECTRIC SUPPLY CO	459,338 121 16 38 224 34 585		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
14.	WESTINGHOUSE ELECTRIC CORP WESTINGHOUSE LEARNING CORP	288		
	TOTAL	468,468	1.34	40.05
15.	TEXTRON INC	416,697		
	CAMCAR SCREW & MFG CO	55		
	ELECTRONIC RESEARCH CO	13		
	E-Z GO CAR CORP	13		
	OREGON TECHNICAL PRODUCTS	69		
	TOWNSEND CO	648		
	WATERBURY FARREL FOUNDRY & MACH CO	88		
	WELSH MFG CO	87		
	TOTAL	417,678	1.22	41.27
16.	CHRYSLER CORP	482,686		
	CHRYSLER OUTBOARD CORP	8,833		
	KING-SEELY THERMOS CO	113		
	TOTAL	411,552	1.28	42.47
17.	SPERRY RAND CORP	393,288		
	SPERRY FLIGHT SYSTEMS	24		
	TOTAL	393,312	1.14	43.61
18.	F M C CORP	350,972		
	KILBY STEEL CO INC	66		
	RAQUE MFG CO. INC	97		
	TOTAL	351,135	1.82	44.63
19.	EXXON CORP	288,993		
	ESSO A G	12,484		
	ESSO HEAT LTD	37		
	ESSO INTERNATIONAL CORP	29,287		
	ESSO MOTOR HOTELS, INC	14		
	ESSO PAPPAS INC	335		
	ESSO PETROL CO LTD	182		
	ESSO ROTH	2,159		
	ESSO STANDARD ITALIANA	4,941		
	ESSO STANDARD OIL CO S A	653		
	ESSO STANDARD SAF	149		
	ESSO STANDARD THAILAND LTD	35		
	EXXON CHEMICAL CO	28		
	EXXON RESEARCH & ENGINEERING CO	788		
	TOTAL	339,757	8.99	45.62
20.	GENERAL MOTORS CORP	299,628	8.87	46.49
21.	HONEYWELL INC	251,366		
	HONEYWELL INFORMATION SYSTEMS, INC	29,654		
	TOTAL	251,820	8.82	47.31
22.	L T V CORP	2,939		
	JONES & LAUGHLIN STEEL CORP	342		
	KENTRON HAWAII LTD	17,838		
	L T V AEROSPACE CORP	233,633		
	WILSON CERTIFIED FOODS, INC	115		
	WILSON & CO INC	13,196		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
22.	L T V CORP			
	TOTAL	268,063	0.78	48.09
23.	STANDARD OIL CO OF CALIF	156,206		
	CALTEX ASIA LTD <u>C/</u>	1,729		
	CALTEX OIL PRODUCTS CO <u>C/</u>	49,943		
	CALTEX OIL THAILAND LTD <u>C/</u>	6,866		
	CALTEX OVERSEAS LTD <u>C/</u>	742		
	CALTEX PHILIPPINES INC <u>C/</u>	6		
	CHEVRON ASPHALT CO	89		
	CHEVRON INTERNATIONAL OIL CO, INC	47		
	CHEVRON OIL CO	50,872		
	STANDARD OIL CO KENTUCKY	334		
	TOTAL	266,834	0.78	48.87
24.	TENNECO INC			
	CASE (JI) CO	882		
	CASE POWER & EQUIPMENT LTD	23		
	K C L CORPORATION	31		
	NEWPORT NEWS INDUSTRIAL CORP	19		
	NEWPORT NEWS SHIPBLD & DRY DOCK CO	262,753		
	NUCLEAR SERVICE & CONSTR CO, INC	24		
	TENNECO CHEMICALS, INC	35		
	TOTAL	263,687	0.77	49.64
25.	INTERNATIONAL BUSINESS MACHINES CO	252,339		
	I B M DEUTSCHLAND GMBH	39		
	TOTAL	252,378	0.73	50.37
26.	MARTIN MARIETTA CORP	185,835		
	MARTIN MARIETTA ALUMINUM INC	267		
	MARTIN MARIETTA ALUMINUM SALES INC	59,646		
	TOTAL	245,748	0.72	51.09
27.	R C A CORP	215,961		
	CORONET INDUSTRIES, INC	55		
	R C A ALASKA COMMUNICATIONS INC	5,348		
	R C A GLOBAL COMMUNICATIONS, INC	21,194		
	R C A LABORATORIES SARNOFF RES CTR	164		
	RANDOM HOUSE, INC	148		
	SHELBY WILLIAMS INDUSTRIES, INC	195		
	TOTAL	243,065	0.71	51.80
28.	INTERNATIONAL TELEPHONE & TEL CORP	114,924		
	AEROSPACE CONTROLS	16		
	CITY WINDOW CLEANING CO	14		
	FEDERAL ELECTRIC CORP	60,397		
	I T T ARTIC SERVICES, INC	24,113		
	I T T BARTON	435		
	I T T CONTINENTAL BAKING CO	4,124		
	I T T DECCA MARINE, INC	34		
	I T T EDUCATIONAL SERVICES, INC	14		
	I T T ELECTRO PHYSICS LABORATORIES	2,872		
	I T T GENERAL CONTROLS, INC	225		
	I T T GILFILLAN INC	5,757		
	I T T GRINNELL CORP	12		
	I T T GWALTNEY INC	2,595		
	I T T HAMMEL DAHL	10		
	I T T HARPER, INC	318		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
28.	INTERNATIONAL TELEPHONE & TEL CORP			
	I T T JENNINGS	130		
	I T T SEMICONDUCTORS, INC	119		
	I T T SHERATON CORP OF AMERICA	584		
	I T T TECHNICAL SERVICES INC	166		
	I T T TELECOMMUNICATIONS	45		
	I T T THOMPSON INDUSTRIES, INC	24		
	I T T WORLD COMMUNICATIONS, INC	11,253		
	J C C PUMP CO INC	466		
	PUERTO RICO TELEPHONE CO	58		
	TOTAL	236,705	0.69	52.49
29.	TELEDYNE INC	23,895		
	ELECTRO DEVELOPMENT CO	426		
	TELEDYNE ADCOM	98		
	TELEDYNE ANALYTICAL INSTRUMENTS	13		
	TELEDYNE BATTERY PRODUCTS	492		
	TELEDYNE BROWN ENGINEERING	9,024		
	TELEDYNE C A E	22,333		
	TELEDYNE CAMERA SYSTEMS	234		
	TELEDYNE CONTROLS	31		
	TELEDYNE CRYSTALONICS	22		
	TELEDYNE ELECTRONICS	1,901		
	TELEDYNE FIRTH STERLING INC	115		
	TELEDYNE GEOTECH	264		
	TELEDYNE GURLEY	21		
	TELEDYNE HANAU ENGINEERING	40		
	TELEDYNE HYDRA POWER	13		
	TELEDYNE INDUSTRIES, INC	159,114		
	TELEDYNE ISOTOPES	2,030		
	TELEDYNE LANDIS MACHINE CO	21		
	TELEDYNE M E C	1,193		
	TELEDYNE MID AMERICA CORP	105		
	TELEDYNE MONO THANE	29		
	TELEDYNE NEOSHO	2,058		
	TELEDYNE PINES	37		
	TELEDYNE REPUBLIC MFG	107		
	TELEDYNE SEMICONDUCTOR	11		
	TELEDYNE SPRAGUE ENGINEERING	844		
	TELEDYNE TELEMETRY CO	20		
	TELEDYNE THERMATICS	41		
	TELEDYNE WAH CHANG	3,343		
	TELEDYNE WISCONSIN MOTOR	127		
	TOTAL	227,992	0.66	53.15
30.	T R W INC	199,052		
	CRESCENT INSUL WIRE & CABLE CO, INC	40		
	GLOBE INDUSTRIES INC	206		
	RAMSEY CORP	124		
	T R W COLORADO ELECTRONICS, INC	3,457		
	T R W SEMICONDUCTORS, INC	92		
	TOTAL	202,961	0.59	53.74
31.	TEXACO INC	24,393		
	CALTEX ASIA LTD c/	1,728		
	CALTEX OIL PRODUCTS CO c/	49,942		
	CALTEX OIL THAILAND LTD c/	6,865		
	CALTEX OVERSEAS LTD c/	742		
	CALTEX PHILIPPINES INC c/	6		
	DEUTSCHE TEXACO VERKAUF GMBH	5,247		
	JEFFERSON CHEMICAL CO INC	647		
	TEXACO BELGIUM S A	18		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
31.	TEXACO INC TEXACO EXPORT INC WHITE FUEL CO INC TOTAL	102,352 17 ----- 191,957	 0.56	 54.30
32.	FORD MOTOR CO PHILCO FORD CORP TOTAL	5,586 169,251 ----- 174,837	 0.51	 54.81
33.	AMERICAN MOTORS CORP A M GENERAL CORP MERCURY PLASTICS CO TOTAL	10 171,572 167 ----- 171,749	 0.50	 55.31
34.	MOBIL OIL CORP MOBIL CHEMICAL CO TOTAL	155,737 175 ----- 155,912	 0.45	 55.76
35.	BENDIX CORP AMERICAN FOREST PRODUCTS CORP BENDIX AUTOLITE CORP BENDIX FIELD ENGINEERING CORP FRAM CORP TOTAL	151,592 65 28 3,385 384 ----- 155,454	 0.45	 56.21
36.	GENERAL TELEPHONE & ELECTN CORP G T E AUTOMATIC ELECTRIC INC G T E INFORMATION SYSTEMS, INC G T E LABORATORIES, INC G T E LENKURT, INC G T E SYLVANIA INC G T E TELECOMUNICAZIONI SPA GENERAL TELEPHONE CO OF FLORIDA GENERAL TELEPHONE CO OF NORTHWEST GENERAL TELEPHONE CO OF SOUTHEAST GENERAL TELEPHONE CO OF SOUTHWEST HAWAIIAN TELEPHONE CO LOGIC CORP SYLVANIA MINATURE LIGHTING PRODUCT ULTRONIC SYSTEMS CORP TOTAL	48 1,446 4,990 193 696 119,711 10 149 25 303 116 9,915 20 196 15 ----- 137,833	 0.40	 56.61
37.	AVCO CORP AVCO ECONOMIC SYSTEMS CORP AVCO EMBASSY PICTURES CORP AVCO EVERETT RESEARCH LABORATORY TOTAL	124,889 946 48 686 ----- 126,561	 0.37	 56.98
38.	SINGER CO FRIDEN, INC H R B SINGER, INC PHYSICAL SCIENCES CORP SINGER GENERAL PRECISION INC SINGER TELE-SIGNAL TOTAL	90,549 49 5,135 278 13,477 11,896 ----- 126,436	 0.37	 57.35

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
39.	GULF OIL CORP	102,731		
	ALLIED GULF NUCLEAR SERVICES	21		
	GULF ENERGY & ENVIRONMENTAL SYSTEM	60		
	GULF IRAN CO	7,963		
	GULF OIL TERMINAL CO	123		
	GULF OIL TRADING CO	7,712		
	GULF PETROLEUM SA PANAMA	413		
	JONES (T A D) & CO, INC	1,691		
	KOREA OIL CORP	1,877		
	PITTSBURG MIDWAY COAL MINING CO	100		
	TOTAL	122,691	0.36	57.71
40.	GOULD, INC	116,972		
	GOULD IONICS, INC	15		
	TOTAL	116,987	0.34	58.05
41.	TEXAS INSTRUMENTS INC	114,508	0.33	58.38
42.	GOODYEAR TIRE & RUBBER CO	67,159		
	GOODYEAR AEROSPACE CORP	43,048		
	MOTOR WHEEL CORP	1,453		
	TOTAL	111,660	0.32	58.70
43.	AMERADA HESS CORP	2,487		
	HESS OIL VIRGIN ISLANDS CORP	104,785		
	TOTAL	107,192	0.31	59.01
44.	THIokol CORP	106,732	0.31	59.32
45.	NORRIS INDUSTRIES	100,881		
	PRESSED STEEL TANK CO, INC	568		
	TOTAL	101,449	0.30	59.62
46.	FAIRCHILD INDUSTRIES, INC	100,103		
	BURNS AERO SEAT CO INC	29		
	TOTAL	100,132	0.29	59.91
47.	DUPONT E I DE NEMOURS & CO	10,185		
	ENDO LABORATORIES, INC	143		
	REMINGTON ARMS CO, INC	89,426		
	TOTAL	99,754	0.29	60.20
48.	GENERAL TIRE & RUBBER CO	36		
	AEROJET DELFT CORP	51		
	AEROJET ELECTROSYSTEMS CO	1,291		
	AEROJET GENERAL CORP	97,211		
	CHEMICAL CONSTRUCTION CORP	146		
	FRONTIER AIRLINES INC	38		
	OCEANIC PRODUCTS, INC	83		
	WATTS MANUFACTURING CO	46		
	TOTAL	98,902	0.29	60.49

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
49.	REYNOLDS (RJ) INDUSTRIES, INC GULF PUERTO RICO LINES, INC RJR FOODS, INC SEA-LAND SERVICE, INC TOTAL	29,932 316 2,425 64,993 ----- 97,666		
			0.23	60.77
50.	STANDARD OIL OF INDIANA AMERICAN OIL CO AMOCO CHEMICALS CORP AMOCO ITALIA S P A TOTAL	94,823 80 415 ----- 95,318		
			0.28	61.05
51.	E SYSTEMS, INC	90,930	0.26	61.31
52.	LEAR SIEGLER INC AMERICAN AVITRON, INC TRANSPORT DYNAMICS INC TOTAL	88,812 78 14 ----- 88,904		
			0.26	61.57
53.	ATLANTIC RICHFIELD CO	87,770	0.26	61.83
54.	JOHNS HOPKINS UNIVERSITY (N)	86,277	0.25	62.08
55.	BATH INDUSTRIES INC BATH IRON WORKS CORP TOTAL	86,131 ----- 86,131		
			0.25	62.33
56.	CHARLES STARK DRAPER LABS (N)	85,899	0.25	62.58
57.	HARRIS CORP DATACRAFT CORP GATES RADIO CO HARRIS COMMUNICATION SYSTEMS INC P R D ELECTRONICS, INC R F COMMUNICATIONS, INC TOTAL	42,123 103 77 959 40,474 837 ----- 84,623		
			0.25	62.83
58.	CHAMBERLAIN MFG CORP	83,338	0.24	63.07
59.	SHELL OIL CO INTERNATIONAL LUBRICANT CORP SHELL DEVELOPMENT CO TOTAL	80,330 786 11 ----- 81,127		
			0.24	63.31
60.	MAGNAVOX CO SENTINEL, INC TOTAL	81,104 11 ----- 81,115		
			0.24	63.55

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
61.	PAN AMERICAN WORLD AIRWAYS INC	80,894	0.24	63.79
62.	HERCULES, INC	79,102		
	HASKON, INC	1,503		
	HAVEG INDUSTRIES INC	149		
	TOTAL	80,754	0.24	64.03
63.	MASSACHUSETTS INSTITUTE TECHNOLOGY	78,768	0.23	64.26
64.	AEROSPACE CORP (N)	78,242	0.23	64.49
65.	SIGNAL COMPANIES INC (THE)	359		
	DUNHAM BUSH INC	823		
	GARRETT CORP	69,077		
	MACK TRUCKS INC	1,642		
	PETROLEUM HEAT & POWER CO, INC	369		
	SOUTHLAND OIL CORP	3,931		
	TOTAL	76,251	0.22	64.71
66.	CONTROL DATA CORP	74,327		
	ASSOCIATED AERO SCIENCE LABS INC	253		
	COMPUTING DEVICES OF CANADA, LTD	573		
	ELECTRONIC ACCOUNTING CARD CORP	30		
	SERVICE BUREAU CORP	99		
	SYNTONIC TECHNOLOGY INC	14		
	TOTAL	75,296	0.22	64.93
67.	MOTOROLA INC	74,507		
	MOTOROLA OVERSEAS CORP	42		
	TOTAL	74,549	0.22	65.15
68.	DAY & ZIMMERMAN INC	73,633	0.21	65.36
69.	SANDERS ASSOCIATES INC	70,960	0.21	65.57
70.	AUTOMATION INDUSTRIES, INC	49,971		
	FACILITIES MGMT CORP	2,783		
	G & H TECHNOLOGY, INC	73		
	VITRO CORP OF AMERICA	12,977		
	TOTAL	65,804	0.19	65.76
71.	GULF & WESTERN INDUSTRIES	61,547		
	ALLOY FLANGE & FITTING CO	19		
	BLISS (E W) CO	13		
	COLLYER INSULATED WIRE CO	1,313		
	CONSOLIDATED CIGAR CORP	79		
	GENERAL PRODUCTS CORP	203		
	MILLER MFG CO INC	213		
	O & S BEARING & MFG CO	37		
	WILCOX CRITTENDEN	21		
	TOTAL	63,445	0.18	65.94

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
72.	SVERDRUP & PARCEL & ASSOCS INC ARO INC	1,722 60,210		
	TOTAL	61,932	0.18	66.12
73.	KIDDE WALTER & CO INC AMERICAN DESK MFG CO COLUMBIAN BRONZE CORP CRAIG SYSTEMS CORP CRANE HOIST ENGR CORP FENHAL INTERNATIONAL CORP GIPE ALBERT B & ASSOCIATES INC H C A ENGINEERING CORP UNITED STATES LINES CO	4,364 151 53 1,132 25 898 22 30 54,891		
	TOTAL	61,566	0.18	66.30
74.	EASTMAN KODAK CO EASTMAN KODAK STORES INC	59,120 71		
	TOTAL	59,191	0.17	66.47
75.	I C I UNITED STATES, INC	58,188	0.17	66.64
76.	HARSCO CORP	57,523	0.17	66.81
77.	C C I CORP GENERAL APPLIED SCIENCE LABS INC MURDOCK MACHINE & ENGR CO OF UTAH	41,730 87 15,632		
	TOTAL	57,449	0.17	66.98
78.	GUAM OIL & REFINING CO INC	56,781	0.17	67.15
79.	EMERSON ELECTRIC CO PACE INC	55,093 154		
	TOTAL	55,247	0.16	67.31
80.	WESTERN UNION CORP WESTERN UNION DATA SERVICES CO INC WESTERN UNION OF HAWAII INC WESTERN UNION TELEGRAPH CO	188 16 54,788		
	TOTAL	54,976	0.16	67.47
81.	HUNT BUILDING CORP	53,929	0.16	67.63
82.	SUN OIL CO SUN SHIPBUILDING & DRY DOCK CO	47,568 1,900		
	TOTAL	49,468	0.14	67.77
83.	CITIES SERVICE CO CITIES SERVICE GAS CO CITIES SERVICE OIL CO CITIES SERVICE TANKERS CORP GENERAL TECHNOLOGIES CORP	389 352 37,415 8,674 19		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
83.	CITIES SERVICE CO			
	TOTAL	46,849	0.14	67.91
84.	MITRE (THE) CORP (N)	46,023	0.13	68.04
85.	ASIATIC PETROLEUM CORP	45,955	0.13	68.17
86.	SYSTEM DEVELOPMENT CORP	45,870	0.13	68.30
87.	COMPUTER SCIENCES CORP	45,869		
	ENVIRONMENTAL RESEARCH CORP	64		
	TOTAL	45,133	0.13	68.43
88.	NATIONAL PRESTO INDUSTRIES INC	43,031	0.13	68.56
89.	DYNALECTRON CORP	41,600		
	GRIFFIN CONSTRUCTION CO	498		
	GRIFFIN ELECTRIC CO	98		
	TOTAL	42,196	0.12	68.68
90.	CITY INVESTING CO			
	HAYES INTERNATIONAL CORP	34,663		
	RHEEM MFG CO	260		
	WELLS MARINE, INC	6,556		
	TOTAL	41,579	0.12	68.80
91.	CUTLER-HAMMER, INC	40,717		
	CONTROL SWITCH, INC	299		
	TOTAL	41,016	0.12	68.92
92.	CATERPILLAR TRACTOR CO	40,001		
	TOWMOTOR CORP	24		
	TOTAL	40,025	0.12	69.04
93.	GENERAL FOODS CORP	39,633	0.12	69.16
94.	SEATRAN LINES INC	27,179		
	HUDSON WATERWAYS CORP	11,904		
	TOTAL	39,083	0.11	69.27
95.	HEWLETT PACKARD CO	38,959	0.11	69.38
96.	HOFFMAN ELECTRONICS CORP	38,767	0.11	69.49

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
97.	BURROUGHS CORP	38,170		
	BURROUGHS CONTROL CORP	245		
	TOTAL	38,415	0.11	69.60
98.	AYERS, N W & SON, INC	38,013	0.11	69.71
99.	UNIROYAL INC	37,576	0.11	69.82
100.	XEROX CORP	32,691		
	CHESHIRE, INC	17		
	FUJI-XEROX CO, LTD	862		
	GINN & CO	358		
	RANK XEROX LTD	350		
	XEROX DATA SYSTEMS, INC	608		
	XEROX UNIVERSITY MICROFILMS, INC	14		
	TOTAL	34,900	0.10	69.92

FOOTNOTES:

- a/ Net value of new procurement actions minus cancellations, terminations and other credit transactions. The data include debit and credit procurement actions of \$10,000 or more, under military supply, service and construction contracts for work in the U. S. plus awards to listed companies and other U. S. companies for work overseas.

Procurement actions include definitive contracts, the obligated portions of letter contracts, purchase orders, job orders, task orders, delivery orders, and any other orders against existing contracts. The data do not include that part of indefinite quantity contracts that have not been translated into specific orders on business firms, nor do they include purchase commitments or pending cancellations that have not yet become mutually binding agreements between the government and the company.

- b/ The assignment of subsidiaries to parent companies is based on stock ownership of 50% or more by the parent company, as indicated by data published in standard industrial reference sources. The company totals do not include contracts made by other U. S. Government agencies and financed with Department of Defense funds, or contracts awarded in foreign nations through their respective governments. The company names and corporate structures are those in effect as of 30 June 1974 and for purposes of this report company names have been retained unless specific knowledge was available that a company had been merged into the parent or absorbed as a division with loss of company identity. Only those subsidiaries are shown for which procurement actions have been reported.
- c/ Stock ownership is equally divided between Standard Oil Co. of California and Texaco, Inc.; half of the total of military awards is shown under each of the parent companies.